

IMPACT REPORT



Habitat
for Humanity®
Lake-Sumter, Florida



FY 2016

JULY 1, 2015 - JUNE 30, 2016

HomeTown
HABITAT

Building Homes,
Communities, and
Hope since 1989

*Because
of You!*



***“There are three constants in life...
change, choice and principles.” Stephen Covey***

In the past few years, Habitat for Humanity of Lake-Sumter has faced constant change from many directions: a struggling economy, mortgage financing laws, and competition for donor attention, to name a few. We’ve wrestled with many choices about how to respond; ultimately, the strength of our affiliate’s staff enabled us to tackle these forces head on. We’ve adapted to new requirements while keeping our eyes fixed on the one unchanging principle we choose to live by: that every family should have a decent, affordable home to live in.

To that end, Habitat of Lake-Sumter has built new partnerships with the community through our Preservation and Repair Program and our Veterans Village – currently under construction, paving the way for a new approach to quality, affordable housing that can be replicated for other groups in any location.

We are your Hometown Habitat, working to make home ownership, and the opportunities it represents, accessible to those in need. And that will never change. Will you join us?

Lee Owen
Board Chair



***Innovation and creativity abound at
Habitat of Lake-Sumter.***

First time homeownership is becoming more difficult to achieve. In looking at our community we have identified 4 vulnerable population groups; Elderly, Disabled, Veterans and Millennial’s – all of which are under served in our central Florida market due to affordability barriers. For this reason Habitat of Lake-Sumter is in process of developing a new model for Apartment Sized Homes that will serve the entry level market for homeownership. This new model will need policy changes before it can become a reality, but we believe that such quality housing is a real need. With the median monthly rent in Lake and Sumter Counties running right at \$1,150 Habitat sees the need for affordable entry level housing that is superior in construction, appearance and cost to anything the for-profit market offers.

We recognize that you have a large assortment of organizations to which you can allocate your discretionary charitable dollars. When you consider your allocation it is our desire that you will consider supporting Habitat of Lake-Sumter, your Hometown Habitat. We still believe that the Dream of home ownership is attainable and it is due to benevolent partners like you. Thank You!

Kent Adcock
President & CEO



ORGANIZATIONAL IMPACT

BOARD OF DIRECTORS

Forward-thinking leadership is where it starts

Lee Owen	Jason Davis	Joe Reyes
Bill Neron	Gerard Lachnicht	Jaret Whitney
William Farmer	John Maze	Zach Zehnder
Misty Clements	Rick Miller	Felix Ramirez
Bud Beucher	Sheri Olson	

SENIOR STAFF

Smart execution is key to our success

Kent Adcock, *President & CEO*
Wayne Lauterbock, *Director of Construction*
Carlos Beron, *Director of Volunteer Services*
Danielle Stroud, *Director of Development*
Cheryl Conner, *Director of ReStore Operations*
Laura Sokolowski, *Business Office Manager*
Harold Williams, *Leesburg ReStore Manager*
Jennifer Perez, *Eustis ReStore Manager*
Lucinda Raymond, *Wildwood ReStore Manager*
Kerry Curtis, *Groveland ReStore Manager*

To date we've served...

263
FAMILIES



With...

236
HOMES



59.4
PERCENT

Amount our average
Homeowner saves
monthly compared
to renting.



HOUSED 10
collegiate challenge groups
from all over the nation

TOTAL VOLUNTEER HOURS

25,000



VOLUNTEER EXPERIENCES

4,550



31
PRESERVATION &
REPAIR PROJECTS
COMPLETED

TOP 10
US HOMEBUILDER

Volunteers helped
make Habitat a top
10 home builder and
#1 largest private
homebuilder.



OVER 32,000
items donated to

ReStore

Furniture is the top grossing item among the 4 ReStores

Relocated Veterans Village to land off Lake Enola in Umatilla

**Held our 1st Annual American Heroes Walk and
4th Annual Veterans Golf and Gala in support of Veterans Village**



THE DAVIES' JOURNEY

This past June, Tom and Jennifer Davies were more than elated to receive the keys to their new home. Numerous hours of sweat equity, education, and baking treats for volunteers – all of these efforts performed with lots of love and anticipation – undoubtedly helped pass the time. As our Habitat team prepared for the closing and home dedication, the Davies shared a bit about their journey.

“Our family has known its struggles – between our housing situation and caring for Tyler.” The Davies learned about Habitat of Lake-Sumter through one of Tom’s friends. After a careful assessment of the family’s current residential conditions, we felt that they proved to be a good match for the program. Not only did their previous rental home have a leaking roof and sagging floor, the home was very tight, making it difficult for Tyler, their wheelchair-bound 13 year old son, to maneuver. All of which, we deemed, were unacceptable conditions for this family to have to live with.

“After being accepted into the program we worked really hard to get to the closing and get into the

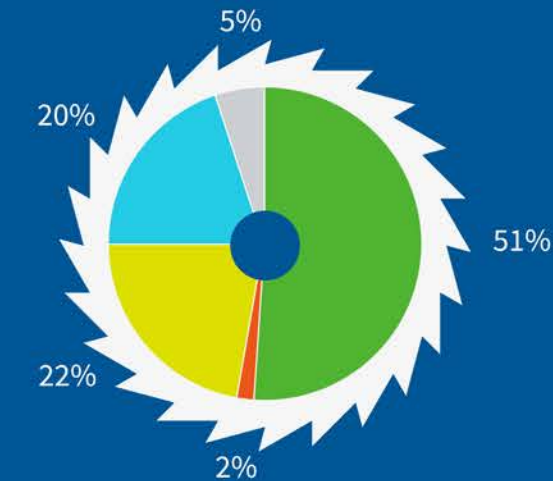
house. Our credit was bad and it took Habitat staff and credit counselor, Geri Taylor, to get us to straighten that up. Without them I’m not sure if we could have done it.” As Tom and Jennifer worked closely with Geri on the internal workings of credit and homebuyer education, the construction staff and our team of volunteers labored away to tailor the home to fit Tyler’s needs – wider hall ways, a larger kitchen and bathroom for a good turning radius, and ramps throughout the property to name a few.

“The most exciting part of owning our new home will be watching Tyler move about the house freely with comfort. We are so grateful, words could never explain how we feel. Moving into this new, wonderful house is a blessing from God himself. Thank You could never cover it. Habitat is a wonderful and gracious part of our lives.”

It is by the hands and hearts of our donors and volunteers that this family’s dreams were able to become a reality.

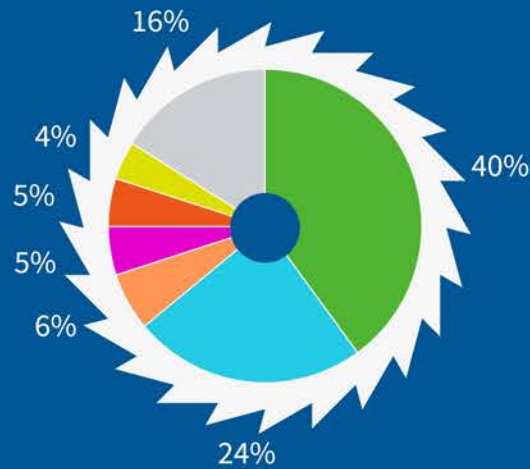
So THANK YOU for helping through their journey!

AUDITED FINANCIALS



REVENUE:	
ReStores	\$1,523,147
Domestic Global Village	\$66,155
Contributions & Events	\$653,954
Mortgages	\$589,746
Other	\$167,808

Total Unrestricted Revenue, Gains & Support: \$3,000,810



FUNCTIONAL EXPENSES:	
ReStores	\$1,110,184
Homeownership/Construction	\$663,135
Veterans Housing Initiative	\$166,784
Preservation & Repair	\$140,067
Domestic Global Village	\$137,077

Total Program Expenses: \$2,217,247

Fund Development	\$114,769
General & Administrative	\$458,891

Total Functional Expenses: \$2,790,907



THE GIFT OF GIVING: *WHY DO YOU GIVE?*



"I give because I believe in the power that's unleashed when someone gains access to the tools they need to build a better life."



"We believe Habitat is a worthwhile charity, and have been supporters for many years. It is great to be part of a program where people are willing to work to improve their situations."

"I want to be part of the solution to sub-standard housing."



By Charles, a 6 year old recent homeowner family member

"When I was young I thought the more I gave the more I would get. It's true in a way. You get to see the joy in others from all you give."

"I grew up in a family that believed in pulling yourself up by your bootstraps – basically, if you wanted your situation to improve, then you'd better lace up your boots and get to work. As I've put a few miles behind me, though, I've learned that some people need help getting access to that first pair of boots in order to get to work on their future."



"I give because I like knowing that I've done my part to support my local community"



"I love seeing the look on the homeowners' faces when they receive the keys"



"I give because I believe in the vision of Habitat – a world where everyone has a decent place to live"

17 WAYS TO GET INVOLVED IN 2017



Get
Involved!

- ① **Tour a Habitat Home**
Interested in touring a Habitat home or community project? Call 352-483-0434 Ext
- ② **Follow us on social media**
HabitatLS on Facebook, Twitter, YouTube, Pinterest & Habitatlakesumter on Instagram
- ③ **Donate Today**
Visit us at habitatls.org to donate.
- ④ **Host a fundraising event**
Raise awareness & funds to build, homes, communities & hope by naming Habitat of Lake-Sumter as the beneficiary of your next fundraiser.
- ⑤ **Shop at the ReStore**
With locations in Eustis, Wildwood, Groveland, and Leesburg there are lots of places to find good deals!
- ⑥ **American Heroes Walk**
Saturday, March 4, 2017 at Veterans Memorial Park in Leesburg. Take a stand for our Veterans by taking a lap around the lake!
- ⑦ **Sponsor a community project**
Sponsorships change the lives of our neighbors in need and allow Habitat to help more families.
- ⑧ **Volunteer**
Come dig in and get your hands dirty! ReStore, Office, Events, Construction, or Preservation volunteer jobs offer rewarding opportunities.
- ⑨ **Cars for Homes**
Did you know that donating your car helps us build homes locally? Learn more at habitatls.org/cars-for-homes
- ⑩ **Legacy Society**
Designate a gift in your will or estate plan to ensure our community has access to safe, affordable housing for years to come.
- ⑪ **Advocate for Affordable Housing**
...at the local, state, and federal level!
- ⑫ **Utilize the CCTCP program**
The Community Contribution Tax Credit Program is a state incentive available for local businesses who invest charitable dollars in their community. Call 352-483-0434 Ext 133 to see how your business can qualify for a tax credit or refund.
- ⑬ **Plan a Team Build**
Bring your team together to connect with the community & build brand awareness while demonstrating your company's support.
- ⑭ **Join the Veterans Circle**
Pledge a gift of \$1,000 or more in support of the construction and maintenance of our Veterans Village community.
- ⑮ **Refer a Veteran**
Do you know a Veteran, active military member, or spouse of a Veteran? We are accepting applications for homeownership opportunities within the Veterans Village.
- ⑯ **Become a Hope Builder...**
Help us empower homeowners and build brighter futures with your unrestricted annual gift of \$1,000 or more!
- ⑰ **Bake some treats**
Do you love to bake? We are always looking to connect individuals with their passion...whether it is for an event, a home dedication or a crew of volunteers – they will love the tasty treats!



Habitat for Humanity of Lake-Sumter thanks the following donors and community sponsors for investing in the dream that revitalizes neighborhoods and provides families a life-changing opportunity.

Developer \$35,000+

Citizens First Bank
Publix Super Markets Charities

Builder \$15,000-\$34,999

Thrivent Financial

Crew \$5,000-\$14,999

American Legion Ladies Auxiliary Unit 35
American Legion Post 35
Anonymous
Lowes
Lucille A. Smith Fund
M. Austin Davis Foundation
Michael Pape
Ro-mac Lumber & Supply
Watson Realty

Framer \$1,000-\$4,999

American Legion Ladies Auxiliary Unit 347
AMVETS Post 2006
Bank of America Foundation
Community United Methodist Church
Dorothy Davis Smith
ERA Grizzard Realty
Fidelity Charitable Gift Fund
First International Title
First Presbyterian Church of Eustis
First Presbyterian Church of Leesburg
First United Methodist Church of Clermont
Good News Church of Central
Harper Family Foundation
Home Builders Association of Lake County
John Corley
Judith Weigel
Kay Grant
Kent and Melanie Adcock
Lake County Eagles Aerie # 4273
GraceWay Church
Lee J. Chaplin Charitable Fund
Lee Owen
Lucrecia Marcasoli
Mike Weston
Neale Bailey
Patricia Ford
RCD Corporation
Rick Miller
Skip and Carol Bryan
Rotary of The Villages Noon
Sabal Trust Company
Sam & Priscilla Torrence
Scott and Barbara Smith
Sons of the American Legion Post 347
Suntrust Foundation
The Villages Parrot Heads Club
United Southern Bank
United Way of Lake and Sumter Counties

Carpenter \$1-\$999

Adam Wainio
Age Wave Solutions
Aixa Nuno
Al Kelley
Alice Johnson
Allison Long
Alvis Daniel Jr.
American Legion Ladies Auxiliary Unit 219
American Legion Ladies Auxiliary Unit 41
American Legion Post 41
Ameriprise Financial
AMVETS Ladies Auxiliary Post 2006
Art Buddies Club
Barbara Westbrook
Beverly Long
Beverly Lovett
Bill and Jane Waldron
Bill Gearing
Bill Farmer
Bill Gale
Bill Neron
Bill Tucker
Blake Merrill
Brad and Paula Shafer
Brian Patterson
Bud Beucher
Buttonwood Buddies Social Group
Cathy Davis
Center State Bank
Charles Johnson
Chelsea and Nick Martin
Chevron
Chris Bell
Claire Richter
Claire Swinnerton
Coldwell Banker Camelot Realty
Consolidated Water Group
Daniel Webster
Danielle and Chase Stroud
David Scott
David Sierawski
Dean Easterlund
Debbie Thomas
Deirdre Macadam
Diane Podurgiel
Dixon Golf
Dolores Mixon
Donny Abraham
EcoBuild Strategies
Elaine Renick
Elliot Sussman
Environmental Composites, Inc.
Family Christian Center Church
Felix Ramirez
First Green Bank
Florida Community Loan Fund
Frances Geddes
Frank Munroe
Frank Kipp
Gary Blanchard
Gary Borders
Gary Robison
Genevieve Miller
George Leonovich
GFCW Women's Club of Leesburg
Gloria Corbet
Golden Triangle Ch. No. 1389 Women of the Moose
Gregory Stiles
Gretchen Grocki
Henry Sur
Holy Trinity Episcopal Church
Ileana Bryan Pico
James and Donna Stephenson
James Artman
James Quinn
James Vogt
Janice Kovalick
Jason Davis
Jeff Dauner
Jerry Oylar
Jim and Judy Selock
Jim and Monica Fischer
Joan Higginbotham
Joan McGinnes
John Moore
John Maze
John Thomas
Judith Tobin
Karen Battista
Kathleen Smith
Kathy Yarbrough
Kenneth Scott
Korean War Veterans of Lake County Ch. 169
Lake County Quilters Guild
Lake Frances Estate Social Club
Lake Sumter State College Foundation
Lakes and Hills Covenant Church
Larry Bouma
Larry Earl
Laverne Jamison
Lawrence and Carolyn Conway
Leslie Campione
Lisa Cianci
Lisa Ware
Louise Murphy
Lynda DeHart
Marge Grguric
Marianne Wiebalk
Marie Fox
Marilyn Ritchie
Marilyn Roy
Marlene O'Toole
Mary A. O'Hanlon
Mary Benton
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Maryanne Horne
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Melissa DeMarco
Michael and Carol Rowan-Yander

Michele Fleming
Mid Florida Lakes Church
Mike Novak
Military Officers Association of America
Nancy Brickley
Nancy Muenzmay
Nancy Rogers
Neven Matthews
New Salem Baptist Church
Nick and Jennifer Vanoven
Nick and Rachel Vanoven
Orlando Sentinel
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Pat Hutsel
Patricia Speiser
Pauline Geary
Peter Sawicki
PNC Bank
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Shuffield Lowman
Southern Style Management Inc.
Steve Thomas
Sumter Community Foundation
Sunz Insurance Solutions
Susan Mason
Susan Miller
Terry Neal
Thomas Bennett
Tom Davis
Upper Bonita Neighborhood Social Club
Wayne Ford
Wesley Brannon
Wildwood Home Association
Wildwood Sumter County 44 Lions Club
William Griswold
William Cooney
William Kugelman

A big thanks to our local sponsors through the Community Contribution Tax Credit Program



\$151,900



\$50,000



\$50,000

(List above reflects gifts given July 1, 2015 – June 30, 2016)



Thank you for your continued support!